

## **Use of motivation theories for economic problems solution**

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### **Abstract**

© Medwell Journals, 2016. In the study, there was made an analysis of the most significant factors causing the problem of new connections quality deterioration in the Volga branch of PJSC "MegaFon". There is formed a stakeholders matrix. There is proposed a hypothesis about the impact of organizational culture on this problem. There was made an analysis of the culture type and its influence on employee's motivation. The algorithm for finding the motivation optimal variant is considered. There were proposed incentive options to meet the different levels needs for different employees.

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### **Keywords**

New connections quality, Organizational culture, Partners network sales, Personnel motivation, Telecommunications